

CONTRACT



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

And:

Mentzer Media Services
600 Farimont Avenue
Suite 306
Towson, MD 21286

<u>Contract / Revision</u> 795113 /		<u>Alt Order #</u> 06228249
<u>Product</u> CROSSROADS GPS		
<u>Contract Dates</u> 10/30/12 - 11/06/12		<u>Estimate #</u> 1008
<u>Advertiser</u> Crossroads GPS		<u>Original Date / Revision</u> 08/24/12 / 08/24/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WOIO	<u>Account Executive</u> Teresa Difuria	<u>Sales Office</u> Telerep-Philade
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 1021	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
1	WOIO	10/30/12	11/02/12	CBS Soaps	1230-2p		:30			NM	9	\$9,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				9	\$1,000.00			
2	WOIO	10/31/12	10/31/12	CBS Soaps	1230-2p		:30			NM	2	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--2----				2	\$1,000.00			
3	WOIO	10/30/12	11/02/12	Action News at 4p	4-5p		:30			NM	4	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				4	\$750.00			
4	WOIO	10/31/12	11/02/12	Action News at 11p	11-1135p		:30			NM	3	\$4,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--WTF--				3	\$1,400.00			
5	WOIO	10/30/12	10/30/12	Action News at 11p	11-1135p		:30			NM	2	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-2-----				2	\$1,400.00			
6	WOIO	11/01/12	11/01/12	Thur Hour 3	10-11p		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	---2---				2	\$3,000.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WOIO	10/29/12-11/04/12	Thur Hour 3	10-11p	----Th----	:30		\$3,000.00	NM		
				Credited								
	2	WOIO	10/29/12-11/04/12	Thur Hour 3	10-11p	----Th----	:30		\$3,000.00	NM		
				Credited								
7	WOIO	11/03/12	11/03/12	SA Action News at 7p	7-8p		:30			NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----1-				1	\$750.00			
8	WOIO	11/03/12	11/03/12	11p-1135p	11p-1135p		:30			NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----1-				1	\$1,000.00			
9	WOIO	11/04/12	11/04/12	CBS Sunday Morning	9-1030a		:30			NM	3	\$2,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----3				3	\$750.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

<u>Contract / Revision</u> 795113 /		<u>Alt Order #</u> 06228249
<u>Contract Dates</u> 10/30/12 - 11/06/12	<u>Product</u> CROSSROADS GPS	<u>Estimate #</u> 1008
<u>Advertiser</u> Crossroads GPS		<u>Original Date / Revision</u> 08/24/12 / 08/24/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
10	WOIO	11/04/12	11/04/12	Browns Football	1-4p		:30			NM	1	\$30,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----1				1	\$30,000.00			
11	WOIO	11/04/12	11/04/12	SU Action News at 630p	630-7p		:30			NM	2	\$850.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----1				1	\$850.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WOIO	10/29/12-11/04/12	SU Action News at 630p	630-7p	-----Su	:30		\$850.00	NM		
	See MG 11.2, 11.3											
	2	WOIO	11/03/12-11/03/12	Sat Early Show	9-11a	-----Sa--	:30		\$300.00	NM		
	Ⓜ MG for 11.1 11/04											
	3	WOIO	11/04/12-11/04/12	Sun Action News at 7a	7-9a	-----Su	:30		\$550.00	NM		
	Ⓜ MG for 11.1 11/04											
12	WOIO	11/05/12	11/05/12	CBS Soaps	1230-2p		:30			NM	4	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	4-----				4	\$1,000.00			
13	WOIO	11/05/12	11/05/12	Action News at 4p	4-5p		:30			NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	1-----				1	\$750.00			
14	WOIO	11/05/12	11/05/12	Action News at 5p	5-6p		:30			NM	1	\$775.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	1-----				1	\$775.00			
15	WOIO	11/05/12	11/05/12	Action News at 11p	11-1135p		:30			NM	1	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	1-----				1	\$1,400.00			
N 16	WOIO	11/02/12	11/02/12	Fri Hour 3	10-11p		:30			NM	1	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----F--				1	\$6,000.00			
Totals											36	\$68,775.00

Time Period	# of Spots	Gross Amount	Net Amount
10/29/12 - 11/05/12	36	\$68,775.00	\$58,458.75
Totals	36	\$68,775.00	\$58,458.75

Signature: _____ Date: _____

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.